

LIFE STAGE
BROKERAGE
NETWORK

Bonus Schedule for Rep Level Advisors ONLY

Qualification Period January 1, 2023 — December 31, 2023

Bonus 1 of 5

\$500 Bonus (10-App Bonus)

What qualifies?

Satisfy each of these requirements:

1. Applications for Life, Disability, and/or Traditional Long-Term Care Insurance
2. All carriers available through The Life Stage Brokerage Network
3. Applications with a minimum of \$1,000 of target premium
4. 10 Applications received and issued

When will bonuses be paid?

Bonus Paid on the 15th of the month following qualification.

What is the qualification period?

Calendar Year Bonus (Special Qualification Period January 1st, 2023 - December 31st, 2023)

*Disclosure: The Life Stage Brokerage Network Bonus Program is available to REP "Street" level producers ONLY, who are contracted through The Life Stage Brokerage Network. This production bonus is NOT available for agents or advisors who hold contracts at the General Agent (GA) level or higher. Please contact Chris L. Weston, ChFC, CFP® at cweston@lifestagebrokerage.com or (515) 210-5771 if you are currently producing \$100,000 or more per year in Life, Disability, and LTC Premiums for information on how to obtain a General Agent Contract through TNBC.

*Ohio National Brokerage and Career contracted advisors can apply any production to meet the bonus qualifications.

Bonus 2 of 5

\$1,500 Bonus (25-App Bonus)

What qualifies?

Satisfy each of these requirements:

1. Applications of Life, Disability, and/or Traditional Long-Term Care insurance
2. All carriers available through The Life Stage Brokerage Network
3. Applications with a minimum of \$1,000 of target premium
4. 25 Applications received and issued

When will bonuses be paid?

Bonus Paid on the 15th of the month following qualification.

What is the qualification period?

Calendar Year Bonus (Special Qualification Period January 1st, 2023 - December 31st, 2023)

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Bonus 3 of 5

\$5,000 Bonus (Premium Bonus)

What qualifies?

Satisfy each of these requirements:

1. Applications of Life, Disability, and/or Traditional Long-Term Care insurance
2. No minimum premium on any application
3. All carriers available through The Life Stage Brokerage Network
4. Applications issued with target premium totaling \$50,000 or more from all carriers

When will bonuses be paid?

Bonus Paid on the 15th of the month following qualification.

What is the qualification period?

Calendar Year Bonus (Special Qualification Period January 1st, 2023 - December 31st, 2023)

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Bonus 4 of 5

\$500 per million (AUM BONUS)

What qualifies?

Satisfy each of these requirements:

1. Applications for Annuities
2. All carriers available through Life Stage Partner annuity products qualify
3. Applications issued with premium totaling \$1M or more from all carriers

When will bonuses be paid?

Bonus Paid on the 15th of the month following qualification.

What is the qualification period?

Calendar Year Bonus (Special Qualification Period January 1st, 2023 - December 31st, 2023)

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Bonus 5 of 5

\$250 Bonus for every 10 memberships per month (APASI Bonus)

What qualifies?

Satisfy each of these requirements:

1. Applies to APASI memberships only
2. 10 Membership applications received and issued in a calendar month

When will bonuses be paid?

Bonus Paid on the 15th of the month following qualification.